

**TRIP OVER ROUGH ROADS IN VIRGINIA ILLUSTRATES TYPE**

Rides Over Ruts and Ditches and Recovers Start Without Trouble.

**A TRIAL CONVINCES**

Standard Parts Used With Special Patented Devices.

CONTINUED FROM PAGE ONE.

This car is claimed to have, ahead of other cars, the assertion that it "holds the road" better, and that it reduces the likelihood of "rear-end" mechanical trouble—something that is a powerful selling argument for a car, for, goodness knows, nothing will make the motorist shriek with anguish quite as effectively as the garage man's report, "You've broken your rear end and pinion."

**Car Condition Good.**

Time alone will tell whether the claims of the manufacturers of the Birmingham car will be upheld. The particular car which visited Washington had been driven more than 5,000 miles when the writer rode in it. The engine had collected some carbons, as engines will. There was a slight wind-shield rattle, as might be expected. But the car was otherwise, as far as could be judged, in thoroughly good mechanical condition.

The method of spring suspension first attracted attention. A. L. Sargent, the consulting mechanical expert of the company, who is demonstrating the car, said that the basic patents on this method of spring suspension have run out. The Birmingham people, naturally, have patented their own methods of applying their spring suspension.

**Has No Axle.**

The car actually has no axle. The body and frame rest upon the wheels by means of cross springs. There is no member connecting the two front wheels nor the two rear wheels that could be called an axle. The power from the engine is applied to the rear wheels by means of the regular transmission, drive shaft and differential gears. From the differential, however, the power is applied separately to each wheel by means of two short drive shafts fitted with universal joints.

**Gives Road Clearance.**

The Birmingham method gives the car a road clearance under the differential of more than twelve inches.

We drove out toward Alexandria, turned off on a dirt road that leads south from Fort Myer, back of the Arlington cemetery. This road is particularly rough and rutty. Mr. Sargent, eager to demonstrate, drove the car over a ditch that partly filled with dead leaves and grass. The car lurched heavily to the left and we looked, and found that the car was resting on the springs—the left rear wheel unable to find traction, and the right wheel held up just enough to prevent it from getting a grip on the road. So when Mr. Sargent tried to pull out both rear wheels spun helplessly.

We found some stone and piled them in front of the front wheel, gathered on the left side of the car and pushed, so that the right rear wheel might get a grip on the road, and the car pulled out as nicely as you please. While in this predicament the body of the car was almost level.

The demonstration was decidedly convincing.

**Plans of Company.**

The manufacturing plan of the company seems to be sound. The motor and all other parts are standard—Continental "red seal" engine, six cylinders, Zenith carburetor, Bijur starting and lighting, Detroit gears, Timken bearings. The body made to Birmingham specifications by the Wilson Body Company, of Detroit, and so on. The company is being financed by its distribution organization under a special plan that seems sound and workable. John Mechem, well known in Washington, is the district sales manager in this city. It is said that an assembling plant may possibly be located here. The factory, now under construction, is located at Jamestown, N. Y.

**Haynes Production Hits New High Sales Record**

Haynes production established a new high record last week when it passed the 500 per cent mark as compared with the highest production figures of the best previous year, according to an announcement by Alton G. Seiberling, vice president and general manager of the Haynes Automobile Company, Kokomo, Ind.

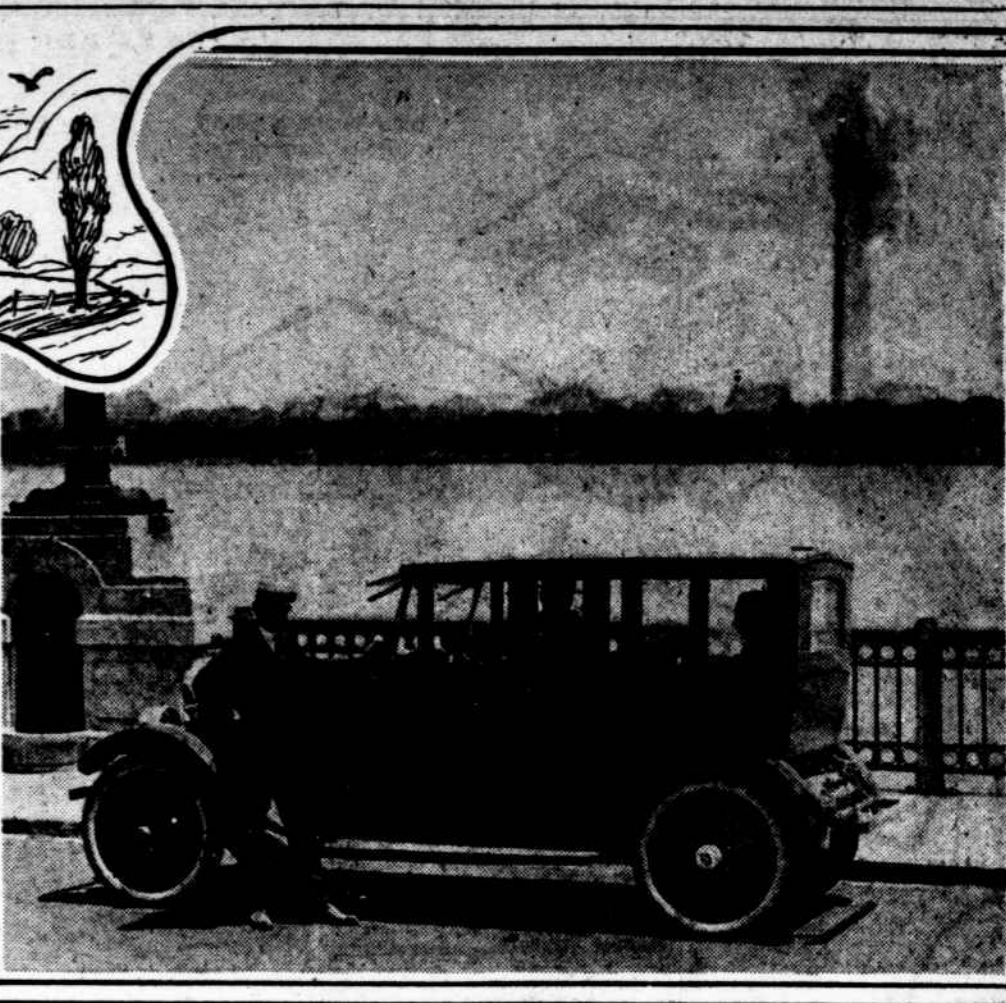
"It has been found necessary to step up our production week by week to meet the ever-growing demand for the Haynes Fifty and the other Haynes models," stated Mr. Seiberling, "until now we find that yesterday's production is just double that of the best day of last year and the year before. So rapidly has the demand for Haynes cars developed that our dealers from all sections are calling for shipments in train load lots. Last week we dispatched in one day two huge train load shipments to New York, and Worcester, Mass.

**Auto Chamber Head Honored in New York**

Alfred Reeves, general manager of the National Automobile Chamber of Commerce, has been elected president of the Trade Organization Secretaries of New York, which consists of the executive officers of more than eighty trade organizations.

The association holds monthly meetings to discuss problems which have to be met by organizations of manufacturers, wholesalers and retailers.

**BIRMINGHAM CAR SHOWN BY CAMERA**



**PLACES BLAME FOR AUTO THEFTS**

**Laxity of Insurance Firms Blamed for Increase of Losses.**

Laxity of insurance companies in writing automobile fire and theft policies in excess of values and for anybody without regard to moral hazard, is one of the real causes for the automobile theft situation of today, according to J. S. Marvin, assistant general manager of the National Automobile Chamber of Commerce.

This contention was brought out in a discussion on locks and identification marks before the Metropolitan section, society of automotive engineers, at a recent meeting.

As Mr. Marvin sees it, locks and identification marks are important to combat prevailing conditions, but thieves cannot be corrected without getting down to fundamentals. "The insurance companies," he told the engineers, "are inviting losses from unscrupulous owners and rendering others indifferent to theft or destruction of their cars by policies written in excess of value."

"The method is no different apparently than on stationary property, yet the smallest motor car is as valuable and seems about as readily stolen, concealed and marketed as a good sized diamond, which is kept in a safe when not worn. The burning of cars from integral causes is increasing, but it is significant that such fires occur mostly in isolated places. The real answer to the fire and theft losses on automobiles lies in the solution of these problems."

The suggestion was made that numbering of engine blocks and frames might be made more difficult of alteration. Another suggestion was a checkerboard plan of casting figures in the frame and engine block and designing numbers by drilling out digits.

**STUDEBAKER PLANT HAS "CHICAGO DAY"**

"Chicago Day" is the latest innovation at the big Studebaker factory which manufactures the Light Six Studebaker. The idea has been engineered by dealers in the Chicago territory, and is in the nature of a trip by delegations of these dealers on Wednesday of each week for the purpose of absorbing plenty of factory enthusiasm. Incidentally, each dealer drives away from the plant in a brand-new Light-Six intended for a waiting customer.

The first "Chicago Day" invasion was such a great success, with seventy-eight dealers from small Wisconsin and Illinois towns in the party, that it has been decided to make this plan permanent. In each instance the dealers are chaperoned by the manager of the Studebaker branch in Chicago. Many of the dealers are also accompanied by owners who drive their own new Light-Sixes home from the factory.

**Blackening Brass.**

The motor car owner who takes care of his own vehicle frequently has occasion to blacken brass or bronze fittings that are no longer ornamental in their original state. By washing the part to be operated on in the following solution the black will "take." Acetate of lead, four ounces, hyposulphate of soda, four ounces, and water two quarts. The parts are placed in this solution, which must be hot, until they have assumed the desired hue, when they should be taken out, washed out and dried, and given a coat of cold lacquer.



Upper Picture—The Birmingham car, with Mr. Sargent at the wheel and Mr. Mechem, district sales manager, standing by the left-hand running board.

Lower Picture—This shows the "road" chosen by Mr. Sargent to demonstrate the easy riding qualities of the "no-axle" car.

**Preparedness Before Starting Necessary to Success for Trip Of Autoist for Summer Camp**

Preparedness before starting is the advice to District motorists who are planning a long tour to a stream or a mountain to pitch a camp for a summer vacation.

Washington motorists who are planning a vacation of this kind will find that a "made-to-order" tent will make camp life almost as home-like as the out-door lover desires. It is a collapsible tent and can be carried on the running board of an automobile. The tent has a device that fastens to the side of the car, making the machine a wall, while the rest of the canvas spreads out on three sides, completing an "impromptu" home for the tourist.

Besides the tent itself, the equipment adds to the convenience of the camper. It includes a portable folding table of steel frames, a folding ten-quart pail and thermos bottle.

The Hines Auto Company, 929 D Street northwest, has been made the Eastern representative of the Stoll Camp Comfort specialties, and carries a full line of the concern's paragon of each week for the purpose of absorbing plenty of factory enthusiasm. Incidentally, each dealer drives away from the plant in a brand-new Light-Six intended for a waiting customer.

Extra spark plugs, a complete outfit for changing tires and various tools needed in making other repairs should be listed as "essentials" to be carried along by the motorist.

The old saying, "Too many cooks spoil the broth," can be taken in a different sense by the motorist, for too many maps will spoil the trip. Officials of the American Automobile Association in the Albee Building, Fifteenth and G streets northwest, will aid motorists in planning trips, and the motorists will receive many helpful hints relative to their proposed trip from the officials of that association.

**Cole Automobile Proves Sensation to Europeans**

Richard Liebau, of New Haven, Conn., chief engineer for the Westinghouse Air Spring Company, selected a Cole Aero-Eight Touring Car, equipped with disc wheels, for a recent tour of the principal cities of Europe, which he made with his family.

The Liebau family and their Cole dismembered at Holland. They toured practically all of the European countries, stopping at London, Antwerp, Paris and at other big centers.

Some drivers have an idea that the older the car gets the heavier the oil should be. This is based on the idea that as the engine wears, the clearances become greater, hence the thicker oil will take up until the pistons, cylinders, bearings and other moving parts have been "run in." After these parts fit perfectly through slight wear additional wear is practically nothing so long as the lubricating oil always covers the surfaces. Properly lubricated an engine should run for 20,000 miles without showing any great amount of wear on pistons or cylinders.

**HAYNES**

"America's First Car"  
At the Smithsonian Institution

*You'll see the New Haynes everywhere!*

Built right, priced right for more than a quarter of a century—no wonder buyers have faith in the Haynes—the greatest dollar-for-dollar value ever offered.

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**Service Station**  
1337 Fourteenth St. N. W.  
Franklin, 6400

**SELECTION OF OIL IS IMPORTANT FACTOR IN LIFE OF AN AUTO**

**Neglectfulness of Owners In Car Lubrication Is Costly to Upkeep.**

By H. A. TARANTOUL,  
(Member Society Automotive Engineers.)

Investigation has shown that the average automobile owner today gives scarcely any consideration to the quality of the oil he buys. A good percentage of owners even go so far as to consider the price of oil, and endeavor to "obtain the cheapest oil," imagining that one oil is as good as another. There is just as much difference between many oils on the market as there is between decayed food and good, wholesome edibles. If the millions of dollars motorists have invested in cars are to be protected against serious loss through rapid depreciation of cars it is up to the owners individually to give as much consideration to oil selection as they would to food for themselves.

If you will go to an oil dealer you may discover that he handles three or four different brands of oil, perhaps only one brand, and at the other extreme he may handle all. The dealer may have oil in drums or in tins, but the average motorist buys bulk oil in small quantities. This discourages the dealer from buying branded oil in sealed containers, and it also encourages him to practice substitution. Bulk oils may be good, for the best branded lubricants are sold in drums as well as in tins, but the motorist has no means of telling good oil taken from drums.

**Best Oil Is Economy.**

Briefly, every owner should buy his oil in tins; he should buy one gallon or five or ten gallons if possible, instead of the smaller quantities. He should buy branded oil of reputation. There is a vital reason for this. There are today perhaps 200 concerns which call themselves oil refiners. These refiners buy their crude oil from various sources. The dealer may buy in the open market such crude as they can get at the price. This means they may get one form of crude during one period of oil, three months while the following period another crude is obtained. The lubricating oils resulting from these different crudes will be different. Some refiners may mix crude. The point is that the reputable refiner attempts to give uniform oil quality by carefully selecting his crude oil. The really large refiners may own their own wells, or if not control the oil, at least it is from a certain district. Thus they are able to use practically the same base in making oils.

The motorist cannot be sure when he buys oil from a drum that he is getting what he asked for. Unfortunately all oil dealers are not strictly honest, which results in some of them using a drum stamped with a popular refiner's name but employing in this drum cheap oil. There is no particular trick in obtaining a drum stamped for the convenience of the dealer, hence once he has the drum can fill it with any oil he wishes.

**Clean Lubrication Important.**

But apart from selecting the right oil and buying in tins, the motorist must employ the oil so it will not have to lubricate under adverse conditions. Clean oil must be kept clean. If you use oil constantly for say 500 to 700 miles that has accumulated a good amount of dirt, water, carbon and mixed sediment, the solid matter works into the oiling system and cuts moving surfaces. The water mixes with the oil and forms an emulsion of reduced lubricating qualities as compared with uncontaminated oil. If the motorist will change the crankcase oil every 500 miles, each time removing the oil pan and cleaning it, the utmost lubricating efficiency will be obtained from the oil.

Some drivers have an idea that the older the car gets the heavier the oil should be. This is based on the idea that as the engine wears, the clearances become greater, hence the thicker oil will take up until the pistons, cylinders, bearings and other moving parts have been "run in." After these parts fit perfectly through slight wear additional wear is practically nothing so long as the lubricating oil always covers the surfaces. Properly lubricated an engine should run for 20,000 miles without showing any great amount of wear on pistons or cylinders.

**HARDING'S HIGHWAY POLICY FROM MESSAGE TO CONGRESS**

**Says Federal Outlay Demands Government Voice in Program of Expenditure.**

"The highways are not only feeders to the railroads and afford relief from their local burdens, they are actually lines of motor traffic in interstate commerce. They are the smaller arteries of the larger portion of our commerce, and the motor car has become an indispensable instrument in our political, social, and industrial life."

"There is begun a new era in highway construction, the outlay for which runs far into hundreds of millions of dollars. The federal government can place no inhibition on the expenditure in the several states; but, since congress has embarked upon a policy of assisting the states in highway improvement, wisely, I believe, it can assert a wholly becoming influence in shaping policy."

"Large federal outlay demands a federal voice in the program of expenditure. Congress cannot justify a mere gift from the federal purse to the several states, to be prorated among counties for road betterment. Such a course will invite abuses which it were better to guard against in the beginning. The federal agency of administration should be elevated to the importance and vested with authority comparable to the work before it. And congress ought to prescribe conditions to federal appropriations which will necessitate a consistent program of uniformity which will justify the federal outlay."

"I know of nothing more shocking than the millions of public funds wasted in improved highways, wasted because there is no policy of maintenance. There is nothing the congress can do more effectively and this shocking waste than condition all federal aid on provisions for maintenance. Highways, no matter how generous the outlay for construction, cannot be maintained without patrol and constant repair. Such conditions insisted upon in the grant of federal aid will safeguard the public which pays and guard the government against political abuses, which tend to defeat the very purposes for which we authorize federal expenditure."

**TRAIN OF HAYNES CARS FOR DISTRICT**

**Complete Plans for Shipment Of Popular Autos to Washington.**

William Elliott Phelps, general sales manager of the Haynes Automobile Co., Kokomo, Ind., was in Washington last week to complete arrangements with William Lininger, general manager of District Haynes Corporation, for a trainload shipment of the famous Haynes "Fifty's."

This trainload, comprising half a hundred cars or more, will be dispatched from the factory within the next week or ten days and will arrive in Washington in time for deliveries to customers before July 4. Several weeks ago, Lininger visited the factory to obtain immediate shipment of a trainload, but the rush of orders prevented the factory from complying with the request, and the Washington distributor had to be contented with semi-weekly shipments.

In commenting on the big order, Phelps said: "Even in the race for constantly increasing production, which has now reached a mark more than double the highest previous record, the Haynes factory has not been able to keep up with orders for the present models of our cars. Every distributor throughout the country is demanding larger and more frequent shipments than ever before. At the factory we appreciate the remarkable showing of the District Haynes Corporation, and are giving Washington this trainload in spite of the fact that this city has already absorbed more than double its original allotment of cars."

Mr. Appley has been with the Firestone Company many years, much of his time being devoted to the St. Louis and Kansas City districts. Naturally he has gained a wide circle of business acquaintances, who will welcome his promotion as being well merited.

The announcement also reports a trip East by C. Wood, Firestone cycle tire representative, with headquarters on the Pacific Coast. Mr. Wood is making an extended visit for the purpose of carrying back ideas and merchandising plans. He expresses himself as well pleased with the outlook, and sees the motorcycle rapidly taking its place as a necessity in the nation's business life.

**PAIGE CAR MAKES BORDER HISTORY DODGING BANDITS**

**Antique Model Held Trail During All Sorts of Excitement.**

It was back in 1917 that the Paige ceased to manufacture the Fairfield model. These hardy ancestors of the current Paige Lakewood seem to have a way of keeping in the spotlight. The latest to claim attention is one from El Paso, Tex., and the story they tell about it makes one feel that romance is still to be found in the southwest, even if the broncho and the pack mule have been supplanted in many instances by the less picturesque motor car.

Working out of El Paso is a frisky young miner and prospector named H. W. Pontius, who is only a little better than 80 years old. But in spite of his tender years Mr. Pontius is hitting the trail and conducting an extensive business that carries him over a vast stretch of territory, including portions of Mexico, New Mexico and Texas.

**Hazardous Calling.**

His is a rather hazardous calling, for he is obliged to traverse vast stretches of desert and bad lands and climb many lonely mountain trails. A brush with a bandit or a merry race with a gang of cutthroats is a commonplace adventure for Mr. Pontius, and in the days when Villa was Mexico's most troublesome citizen the prospector from El Paso constantly kept a weather eye open for that distinguished gentleman of the road, with whom he had several skirmishes.

Alertness and speed are not all that are necessary if one is to keep one's skin whole in the territory Mr. Pontius roams. One must be an expert in the game of hide and seek and know how to disappear amongst the sage brush at opportune times. Consequently, Mr. Pontius developed certain ideas in "dolling up" his car that would arouse the keenest interest of our best camouflage artists.

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EASTERN DISTRIBUTORS  
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**STOLL MFG. CO.**  
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